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The College Placement Council 62 Highland Avenue / Bethlehem, PA 18017

The national association for career planning, placement, and recruitment

CPC Salary Survey

REGIONAL Interim Report No. 4, May 1984

SOUTHERN REGION (SCPA)

Alabama A & M University
Auburn University
Clemson University
Duke University
Duke University - Fuqua School of Business
Florida A & M University
Georgia Institute of Technology
University of Georgia
Jackson State University
University of Kentucky
Mary Washington College
Memphis State University
Mississippi State University
University of Mississippi
North Carolina A & T State University
University of North Carolina - Chapel Hill
University of North Carolina - Greensboro
Prairie View A & M University
South Carolina State College
University of South Florida
Tennessee State University
University of Tennessee - Knoxville
Tulane University
Vanderbilt University
Vanderbilt University - Owen Graduate School of Management
Virginia Polytechnic Institute and State University
University of Virginia
University of Virginia - Colgate Darden Graduate School of Business
Wake Forest University
Wake Forest University - Babcock Graduate School of Management

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The 187 placement offices at the 162 colleges and universities that participate in the *Salary Survey* are divided into seven geographic regions. The placement offices listed comprise the Southern region.

The data are based on salary offers made to students graduating between September 1, 1983, and August 31, 1984. Tables on pages 2 through 5 list data on both regional and national levels for the interim period (April 7 through May 4) and cumulatively (September 1 through May 4). The block tables contain data for the interim period only.

SCOPE AND NATURE OF THE SURVEY

The scope, nature, and coverage of the CPC *Salary Survey* are particularly important to the interpretation and proper use of the statistics.

Offers are reported from employing organizations in business, industry, government, and non-profit and educational organizations. The offers are base starting salary offers and do not include fringe benefits or overtime. The data cover a broad range of functional positions, except teaching. Confidentiality is maintained for the individual, the college, and the employer.

The *Survey* reports offers, not acceptances, with no limit on the number of offers per student. Therefore, offers in the study cannot be equated with actual hires, and when the economic climate changes substantially, the ratio of offers to hires usually changes also, making comparison with other years no longer valid. In those categories where offers are relatively few, the data should be regarded only as an indication.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 4/7/84 THROUGH 5/4/84							CUMULATIVE PERIOD 9/1/83 THROUGH 5/4/84						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	37	727	$1363	$1639	$1675	$1540	$1416	375	5016	$1586	$1629	$1750	$1583	$1375
Business—General (incl. Mgmt.)	85	899	1594	1602	2000	1542	1125	272	2742	1464	1546	1935	1500	1000
Marketing & Distribution	12	282	1611	1497	*	*	*	106	1043	1514	1483	1845	1550	1125
HUMANITIES & SOCIAL SCIENCES														
Humanities	18	103	1436	1475	*	*	*	68	327	1397	1420	2083	1300	947
Economics[2]	33	132	1653	1647	2167	1585	1333	70	281	1603	1589	2000	1583	1167
Other Social Sciences	29	111	1363	1533	1750	1417	900	64	444	1361	1410	1875	1377	916
ENGINEERING														
Aeronautical	+	79	+	2154				6	272	2030	2147	*	*	*
Chemical	28	407	2295	2296	2458	2343	2123	147	1458	2295	2291	2435	2325	2103
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	20	188	1821	1924	2183	1833	1450	75	721	1873	1901	2330	1825	1450
Electrical (incl. Computer Engrg.)	115	2205	2165	2244	2350	2250	1794	473	6805	2145	2209	2385	2200	1793
Geological	+	13	+	2020				1	47	1138	2034	*	*	*
Industrial	9	191	2194	2151	*	*	*	45	727	2147	2123	2333	2167	1834
Mechanical	65	909	2137	2216	2357	2175	1794	281	3300	2158	2193	2400	2191	1794
Metallurgical (incl. Metallurgy & Ceramic Engrg.)	3	89	2317	2252	*	*	*	11	246	2223	2224	*	*	*
Mining	1	8	2250	2152	*	*	*	1	35	2250	2045	*	*	*
Nuclear (incl. Engrg. Physics)	+	22	+	2172				5	67	2301	2216	*	*	*
Petroleum	+	41	+	2343				13	317	2468	2483	*	*	*
Engineering Technology	4	181	1829	2106	*	*	*	18	622	1840	2083	*	*	*
SCIENCES														
Agricultural Sciences	1	37	1250	1591	*	*	*	13	184	1533	1434	*	*	*
Biological Sciences	5	21	1408	1535	*	*	*	7	66	1378	1389	*	*	*
Chemistry	10	50	1867	1849	*	*	*	16	128	1715	1804	*	*	*
Computer Science	79	807	2038	2089	2250	2075	1667	282	2478	1981	2040	2250	2064	1625
Health (Medical) Professions	1	25	1484	1643	*	*	*	62	203	1310	1584	1799	1290	1000
Mathematics	12	127	1787	1938	*	*	*	35	303	1767	1936	2065	1900	1250
Other Physical & Earth Sciences	3	33	1220	2001	*	*	*	10	133	1392	1861	*	*	*
Totals	570	7687						2456	27965					

[1] Percentiles are computed on regional data
[2] Includes economics programs with both business and social science orientation
* Not computed for fewer than 20 offers
+ No offers reported

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 4/7/84 THROUGH 5/4/84							CUMULATIVE PERIOD 9/1/83 THROUGH 5/4/84						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Accounting/Auditing	44	738	$1532	$1639	$1675	$1540	$1300	393	5043	$1585	$1627	$1750	$1583	$1375
Business Administration	43	413	1486	1570	1942	1500	1125	142	1275	1478	1537	1875	1479	1000
Communications	2	30	1584	1740	*	*	*	18	138	1365	1580	*	*	*
Community & Service Orgs. Work	5	15	1071	1117	*	*	*	18	96	1174	1314	*	*	*
EDP-Programming/Systems	90	961	2049	2087	2250	2083	1775	275	2765	1971	2035	2250	2065	1533
Engineering	206	3974	2138	2220	2395	2219	1793	972	13502	2148	2196	2400	2200	1793
Farm & Natural Resources Mgmt.	+	7	+	1460				9	57	1310	1359	*	*	*
Finance & Economics	36	274	1698	1679	2166	1666	1333	87	740	1622	1619	2165	1583	1150
Health (Medical) Services	4	33	1293	1621	*	*	*	66	237	1279	1535	1799	1240	916
Manufacturing &/or Industrial Oprs.	11	188	2011	2051	*	*	*	68	632	1952	2018	2425	2000	1300
Mathematics/Statistics	3	91	1934	1918	*	*	*	26	243	1724	1891	2020	1795	1192
Merchandising/Sales Promotion	13	258	1443	1476	*	*	*	39	887	1330	1405	1808	1250	1000
Personnel/Employee Relations	1	21	1737	1692	*	*	*	25	130	1364	1480	1898	1209	1000
Research—Non-Scientific	4	22	1461	1804	*	*	*	25	119	1716	1749	2333	2000	1083
Research—Scientific	34	154	2000	2056	2317	2112	1430	63	473	1905	1972	2333	2067	1167
Rotational Training—Non-Technical	14	117	1265	1398	*	*	*	46	359	1242	1401	1540	1250	1000
Rotational Training—Technical	2	44	1678	2080	*	*	*	11	201	1978	2099	*	*	*
Sales—Non-Technical Degree	46	300	1592	1528	2000	1585	1250	146	935	1549	1512	1917	1550	1200
Sales—Technical/Scientific Degree	12	47	2039	2108	*	*	*	27	133	2044	1976	2292	2083	1875
Totals	570	7687						2456	27965					

[1] Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates
Inexperienced
(One Year Or Less Of Full-Time, Non-Military Employment)

GRADUATE PROGRAM	INTERIM PERIOD 4/7/84 THROUGH 5/4/84							CUMULATIVE PERIOD 9/1/83 THROUGH 5/4/84						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	2	47	$1880	$1940	*	*	*	31	508	$1843	$1928	$2000	$1875	$1667
MBA (Non-Technical Undergraduate)	76	456	2344	2530	$2900	$2333	$1750	220	1189	2259	2351	2833	2250	1750
MBA (Technical Undergraduate)	12	118	2331	2624	*	*	*	49	304	2395	2539	2907	2350	1958
MS-Business (incl Mgmt., Mktg., Finance, etc.)	+	40	+	2439				5	170	1506	2269	*	*	*
Industrial Mgmt. (incl. Industrial Admin.)	+	13	+	2337				2	46	1750	2243	*	*	*
Administration (incl. Public, Hospital, etc.)	+	+	+	+				2	13	1288	1750	*	*	*
HUMANITIES & SOCIAL SCIENCES														
Humanities	+	2	+	1750				3	25	1167	1450	*	*	*
Social Sciences	+	6	+	2093				7	52	1344	1662	*	*	*
ENGINEERING														
Chemical	2	48	2613	2701	*	*	*	16	155	2486	2564	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	1	26	1875	2269	*	*	*	9	103	2293	2261	*	*	*
Electrical (incl. Computer Engrg.)	6	183	2546	2612	*	*	*	26	578	2508	2570	2692	2563	2247
Industrial	+	25	+	2550				4	86	2481	2499	*	*	*
Mechanical	3	87	2235	2547	*	*	*	11	338	2377	2524	*	*	*
Nuclear (incl. Engrg. Physics)	+	16	+	2458				2	32	2701	2471	*	*	*
SCIENCES														
Chemistry	3	12	2134	2217	*	*	*	7	40	2204	2278	*	*	*
Computer Science	9	82	2489	2567	*	*	*	30	322	2439	2504	2900	2488	1932
Geology & Related Geological Sciences	+	9	+	2614				3	55	2530	2453	*	*	*
Mathematics	3	28	2650	2400	*	*	*	9	58	2571	2355	*	*	*
Metallurgy (incl. Met. Engrg., Materials Engrg. / Science, & Ceramics)	+	18	+	2459				2	19	2350	2457	*	*	*
Totals	117	1216						438	4123					

[1] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
+ No offers reported.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates—Experienced[1]

GRADUATE PROGRAM	INTERIM PERIOD 4/7/84 THROUGH 5/4/84							CUMULATIVE PERIOD 9/1/83 THROUGH 5/4/84						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Over 1 to 2 years														
MBA - Non-Tech Undergraduate	27	259	$2401	$2823	$2875	$2408	$1844	66	448	$2380	$2669	$2925	$2388	$1833
MBA - Tech Undergraduate	3	71	2561	2871	*	*	*	12	125	2699	2851	*	*	*
Over 2 to 4 years														
MBA - Non-Tech Undergraduate	21	285	2396	2888	3000	2667	2167	51	512	2627	2774	3000	2625	2075
MBA - Tech Undergraduate	2	97	2417	2961	*	*	*	24	163	2661	2900	3417	2667	2000
Over 4 years														
MBA - Non-Tech Undergraduate	33	151	2561	2853	3333	2500	2166	50	337	2525	2716	3017	2500	2050
MBA - Tech Undergraduate	1	26	2374	2934	*	*	*	6	65	2423	2951	*	*	*
Totals	87	889						209	1650					

DOCTORAL DEGREE CANDIDATES

ENGINEERING														
Chemical	1	51	$3333	$3325	*	*	*	1	107	$3333	$3283	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	+	5	+	3173				1	14	2200	3133	*	*	*
Electrical (incl. Computer Engrg.)	+	39	+	3400				2	98	3446	3384	*	*	*
Mechanical	+	5	+	3275				+	29	+	3219			
SCIENCES														
Chemistry	+	56	+	3047				3	183	2603	2968	*	*	*
Mathematics (incl. Oprs. Research, Statistics, & Actuarial Science)	+	4	+	2750				4	24	2430	2832	*	*	*
Metallurgy (incl. Met. Engrg., Materials Engrg./ Science, & Ceramics)	2	12	3085	3204	*	*	*	2	19	3085	3164	*	*	*
Physics	+	13	+	3177				+	45	+	3183			
Totals	3	185						13	519					

[1] Years of previous full-time, non-military employment
[2] Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

AVERAGE MONTHLY SALARY OFFERS — MAY 1984 SCPA REGIONAL INTERIM REPORT NUMBER 4

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 4/7/84 THROUGH 5/4/84 — PART 1 - PAGE 1

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO, MECH-EQPT		BLDG MATERIAL	
ACCOUNTING	1552 1666 1458	31	1458	2	1375	1	1500	1				
BUSINESS - GENERAL	1263	2	1344 1583 1000	21	1359	18	1839	13	1949	3	1750	1
MARKETING/DISTRIBUTN			1416	1	1479	2	1666	1	1629	1		
HUMANITIES			1812	6	1268	7					1300	1
ECONOMICS			1691 2167 1333	22	1334	2	1585	2				
OTHR SOCIAL SCIENCES			1425	6	1297	10						

AVERAGE MONTHLY SALARY OFFERS — MAY 1984 SCPA REGIONAL INTERIM REPORT NUMBER 4

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 4/7/84 THROUGH 5/4/84 — PART 1 - PAGE 2

CURRICULUM	ACCTG-PUBLIC	BANK-FINANCE	MERCHANDSNG	AERO-ELECTRNC	AUTO, MECH-EQPT	BLDG MATERIAL
AERONAUTICAL						
CHEMICAL						2125 1
CIVIL -CNSTR/SAN/TRP			2183 1			1782 7
ELECTRICAL -COMPTR	1625 1			2241 53 2360 2100	2283 1	1583 1
GEOLOGICAL						
INDUSTRIAL				2125 3		2263 2
MECHANICAL				2204 15	2117 3	
METALLURGICAL				2317 2		
MINING						
NUCLEAR -ENGRG PHYS						
PETROLEUM -NATL GAS						
ENGINEERING TECH			1400 1	1583 1		

AVERAGE MONTHLY SALARY OFFERS — MAY 1984 SCPA REGIONAL INTERIM REPORT NUMBER 4

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 4/7/84 THROUGH 5/4/84 — PART 1 - PAGE 3

CURRICULUM	ACCTG-PUBLIC	BANK-FINANCE	MERCHANDSNG	AERO-ELECTRNC	AUTO, MECH-EQPT	BLDG MATERIAL
AGRICULTURL SCIENCES						
BIOLOGICAL SCIENCES		1389 3	1000 1			
CHEMISTRY						
COMPUTER SCIENCE	1917 1	1937 4	2125 1	2061 39 2258 1667		1775 1
HEALTH (MED) PROFSNS						
MATHEMATICS			1417 1	2010 5		
OTHR PHYSCL/EARTH SC						

AVERAGE MONTHLY SALARY OFFERS — MAY 1984 SCPA REGIONAL INTERIM REPORT NUMBER 4

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 4/7/84 THROUGH 5/4/84 — PART 2 - PAGE 1

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
ACCOUNTING							1900	1			2025	1
BUSINESS - GENERAL	1854	2	1785	5	1755	9	2034	5			1892	3
MARKETING/DISTRIBUTN	1567	2			1593	2	1833	1				
HUMANITIES					1835	1						
ECONOMICS	1750	2	1542	1	1475	2	1735	1			1800	1
OTHR SOCIAL SCIENCES	1817	4					1667	2	1600	1		

AVERAGE MONTHLY SALARY OFFERS MAY 1984 SCPA REGIONAL INTERIM REPORT NUMBER 4

BY CURRICULUM & EMPLOYER INTERIM PERIOD 4/7/84 THROUGH 5/4/84 PART 2 - PAGE 2

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
AERONAUTICAL												
CHEMICAL	2260	13					2350	2			2353	11
CIVIL -CNSTR/SAN/TRP			2042	1			2000	1			2285	2
ELECTRICAL -COMPTR	2281	6	2242	12			2302	4	2300	6	2250	1
GEOLOGICAL												
INDUSTRIAL	2125	1	2240	1	2333	1	2150	1				
MECHANICAL	2332	7	2217	8	1994	3	2250	2	2207	3	2243	6
METALLURGICAL	2317	1										
MINING	2250	1										
NUCLEAR -ENGRG PHYS												
PETROLEUM -NATL GAS												
ENGINEERING TECH					2167	2						

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALL	
AGRICULTURL SCIENCES					1250	1						
BIOLOGICAL SCIENCES	1875	1										
CHEMISTRY	1825	5									1842	3
COMPUTER SCIENCE	2082	7	2104	4			1958	1	2167	2	2048	5
HEALTH (MED) PROFSNS												
MATHEMATICS	1925	1	2065	1								
OTHR PHYSCL/EARTH SC												

AVERAGE MONTHLY SALARY OFFERS — MAY 1984 SCPA REGIONAL INTERIM REPORT NUMBER 4

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 4/7/84 THROUGH 5/4/84 — PART 3 - PAGE 1

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
ACCOUNTING												
BUSINESS - GENERAL	1540	1	1666	1	1300	1						
MARKETING/DISTRIBUTN					1754	2						
HUMANITIES							1190	1	700	1	1083	1
ECONOMICS												
OTHR SOCIAL SCIENCES	968	2					1076	2	863	2		

AVERAGE MONTHLY SALARY OFFERS — MAY 1984 SCPA REGIONAL INTERIM REPORT NUMBER 4

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 4/7/84 THROUGH 5/4/84 — PART 3 - PAGE 2

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
AERONAUTICAL												
CHEMICAL	2167	1										
CIVIL -CNSTR/SAN/TRP	1625	2					1641	4	1674	2		
ELECTRICAL -COMPTR	2177	4			2151	12	1736	14				
GEOLOGICAL												
INDUSTRIAL												
MECHANICAL	2500	1			2161	7	1725	10				
METALLURGICAL												
MINING												
NUCLEAR -ENGRG PHYS												
PETROLEUM -NATL GAS												
ENGINEERING TECH												

AVERAGE MONTHLY SALARY OFFERS — MAY 1984 SCPA REGIONAL INTERIM REPORT NUMBER 4

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 4/7/84 THROUGH 5/4/84 — PART 3 - PAGE 3

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
AGRICULTURL SCIENCES												
BIOLOGICAL SCIENCES												
CHEMISTRY	2008	2										
COMPUTER SCIENCE	2025	5			1908	2	2025	6	1417	1		
HEALTH (MED) PROFSNS											1484	1
MATHEMATICS							1581	3	1250	1		
OTHR PHYSCL/EARTH SC							1430	2	800	1		

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES MAY 1984 SCPA REGIONAL INTERIM REPORT NUMBER 4

BY TECHNICAL/NON-TECHNICAL CURRICULUM & EMPLOYER PART 1 INTERIM PERIOD 4/7/84 THROUGH 5/4/84

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO, MECH-EQPT		BLDG MATERIAL	
MBA - NON-TECHNICAL	1960	11	2445 2917 1935	23	2166	13	2372	10	2050	1		
MBA - TECHNICAL	2094	2	2166	1			2480	3				

BY TECHNICAL/NON-TECHNICAL CURRICULUM & EMPLOYER PART 2 INTERIM PERIOD 4/7/84 THROUGH 5/4/84

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
MBA - NON-TECHNICAL	2906	7	2500	1	2517	5	2417	2			2205	1
MBA - TECHNICAL	2150	2									2363	2

BY TECHNICAL/NON-TECHNICAL CURRICULUM & EMPLOYER PART 3 INTERIM PERIOD 4/7/84 THROUGH 5/4/84

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
MBA - NON-TECHNICAL					2004	2						
MBA - TECHNICAL	3250	1			1900	1						